

OKC

FEBRUARY 2025

REAL PRODUCERS[®]

KAT KOSMALA

SERVICE AS A WAY OF LIFE

PHOTO BY NESTED TOURS

Agent Spotlight:
Steven McKenzie

Sponsor Spotlight:
Palladium Roofing

CONNECTING. ELEVATING. INSPIRING.



CONTACT US

www.palladiumroofing.com

405-726-0432 License #80004921
Commercial Endorsement



Missing the proper information to support your TRR's? Professional reports provide!



Oklahoma's Highest Rated & Most Reviewed Real Estate Photography



flowphotos.com | 405.664.7885

Contents

PROFILES



16 Steven McKenzie



22 Palladium Roofing



26 Kat Kosmala
COVER STORY

IN THIS ISSUE

- 6 Preferred Partners**
- 8 Meet The Team**
- 10 Your 2025 RP Badges**
- 12 What is Real Producers?**
- 14 Save the Date: OKC RP 2025 Kick-off Event**
- 16 Agent Spotlight: Steven McKenzie**
- 22 Sponsor Spotlight: Palladium Roofing**
- 26 Cover Story: Kat Kosmala**

If you are interested in nominating people for certain stories, please email us at atkelly.kilmer@n2co.com



"Wade has key qualities that are crucial to have in an inspector when hiring for a home/commercial property inspection. Wade is always very thorough, clear in his communication, impartial to his personal feelings vs professional feelings. Time is of the essence during this process, and know Wade will put his best foot forward yet navigate time swiftly to ensure all parties can move through the inspection quickly but effectively. I am always grateful when Wade & my clients can have a successful experience with prompt delivery of reports! Thank you for always helping Kalhor Group Realty!" - Mariah Kalhor

SCHEDULE TODAY!



NO PLACE LIKE HOME INSPECTIONS

WADE SVETGOFF
CALL OR TEXT 405-696-0888
WWW.NPLHI.COM
WADE@NPLHI.COM

LICENSE # 70002157

Central Bank | Mortgage

PROFESSIONAL MEDICAL LOANS

- For Residents/Fellows, Doctors, and Dentists¹
- No down payment or Private Mortgage Insurance (PMI) required
- Minimum FICO credit score of 680



Robin Turney
NMLS# 414224



APPLY WITH ROBIN

405.514.4118 | Robin.Turney@centralbank.net
centralbank.net/RobinTurney



Brooke Gagliardi
NMLS# 1402950



APPLY WITH BROOKE

405.985.8195 | Brooke.Gagliardi@centralbank.net
centralbank.net/BrookeGagliardi

Owner occupied, 1-2 family dwellings only. Purchase or rate and term refinance of primary residence only. Options are available for loans exceeding \$1,000,000 but will require a down payment and a higher FICO score. Eligible borrowers must be in market. Offered to residents or fellows earning at least \$45,000 per year. All other eligible professions require earnings of at least \$90,000 per year. This is not a commitment to lend or extend credit. Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. All rates, programs and fees are subject to underwriting guidelines and are subject to change without notice. Other restrictions may apply. See bank for details. The Central Trust Bank NMLS #407985 MEMBER FDIC 238 Madison St, Jefferson City, MO 65101. Copyright Central Bankcompany. All rights reserved.

SAVE THE DATE



Raising Hope
BLUE TIE GALA

APRIL 5, 2025
RIVER SPIRIT CASINO BALLROOM | TULSA, OKLAHOMA

Amazing night of dinner, entertainment, live auction, and games
Help fully fund the largest safehouse in the country for survivors of human trafficking



Diamonds aren't the only gift that lasts forever



CUTCO
The World's Finest Cutlery
Independent Cutco Sales Professional

Ask me about gifts that leave a lasting impression.



Marisa Maher
The Sharpest Girl You Will Meet

(405)-370-2311 | www.giftsthatBrandYOU.com
Sharpmaher@gmail.com

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ASSOCIATION OF REALTORS®
OKCMAR
 (405) 840-1493 x101
 okcmar.com

BLINDS/SHADES
Budget Blinds of OKC and Yukon
Jeffrey Stokes
 (405) 992-0440
 780 N Santa Fe Ave
 Edmond, OK 73003

CARPET/FLOORING
Brewer Carpet One
 (405) 917-6150

CLOSING GIFTS
Cutco Closing Gifts
Marisa Maher
 (405) 370-2311

FINANCIAL PLANNING
Bravest Wealth Management
Matt Branstetter
 (405) 872-1160

HOME WARRANTY
Home Warranty of America
 (405) 999-7144

Old Republic Home Protection
Debbie Fiddler
 (405) 650-7341

HOME/MOLD INSPECTION
No Place Like Home Inspections
Wade Svetgoff
 (405) 696-0888

INSPECTIONS
Inside Out Home Inspection
Jan Banks
 (405) 315-5224

Supreme Inspections
Gerardo Angeles
 (405) 868-8376

INSURANCE
Goosehead Insurance
- Jeffrey Stokes
 (405) 504-1736

State Farm Ann Smith
 (405) 751-4800

United Insurance and Risk Management
 (405) 210-2284
 www.unitedirm.com/

MORTGAGE
Access Mortgage
 (405) 802-9393

Financial Concepts Mortgage
Home Loans by Angie
Angie Baughman-Miller
 (405) 534-0369

The Dauphin Mortgage Team
Aimee Dauphin
 (405) 410-4381
 legacymutual.com/officers/
 aimee-dauphin/

Union Home Mortgage
Daniel Perreira
 (405) 822-0141

MORTGAGE / BANKING
Central Bank
Brooke Gagliardi
Robin Turney
 (405) 985-8195

MOVING COMPANY
Thunder Moving
 (405) 637-9402

MOVING/PACKING & STORAGE
Ace Moving and Storage
 (918) 728-5567

NEW HOME BUILDERS
STK Homes
 (405) 696-7202
 www.stk-homes.com/

NON-PROFIT ORGANIZATION
The Demand Project
 (539) 525-0191

PHOTOGRAPHY
Peak RES
Maria Sharp
 (405) 607-9976

PHOTOGRAPHY / MULTIMEDIA
Flow Real Estate Photography OKC
 (405) 664-7885

Nested Tours
Caleb Collins
 (405) 887-4108

ROOFING
Ambassador Roofing & Construction
Jay Shipp
 (405) 604-1002

American Capital Roofing and Construction
Ty Patterson
 (918) 902-2277

Palladium Roofing
 (405) 802-3449

TITLE & CLOSING SERVICES
Oklahoma City Abstract and Title
 (405) 348-8605

TITLE COMPANY
First American Title
 (405) 552-7710

FirsTitle
 (405) 219-5582
 firsttitle.com

Titan Title & Closing, LLC
Jason Hadrava
 (918) 299-2300

FIRST TITLE
 For all of your Title & Closing Needs

OKC Metro Locations

GUTHRIE
 105 E Industrial Rd #C-2, Guthrie, OK 73044 | (405) 877-7150

YUKON
 400 South Mustang Rd, Yukon, OK 73099 | (405) 373-7080

For more information on any of our 16 Oklahoma Locations, visit www.FirsTitle.com

REAL PRODUCERS PODCAST

Inspiring conversations with the nation's top real estate agents.

Same Brand, New Reach – Tune in for free today

Listen on **Apple Podcasts**

LISTEN ON **Spotify**

Listen on **amazon music**

podcast.realproducersmag.com

AMERICAN CAPITAL ROOFING & CONSTRUCTION

GAF Certified Contractors
 CertainTeed Shingle Masters
 OK License #80006501
 Tulsa Metro: 918-902-2277
 OKC Metro: 405-761-4121

Meet The Team



Kelly Kilmer
Owner/Publisher



William Kilmer
Co-Owner/Publication Manager



Katherine Fondren
Editor/Content Coordinator



Evona Niewiadomska
Social Media/Client Care



Zach Cohen
Writer



Dave Danielson
Writer



Shawna McDuffie
Photographer



Caleb Collins
Photographer



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

1031 Exchanges
Involuntary Conversions
Capital Gains
Tax Deferral Strategies

Matt Branstetter | Kyla McMoran
matt@bravestwm.com • kyla@bravestwm.com
405.872.1160 • bravestwm.com

Securities offered through Concorde Investment Services, LLC (CIS), Member FINRA/SIPC. Investment Advisory Services offered through Concorde Asset Management, LLC (CAM), an SEC-registered investment advisor. Insurance is offered through Concorde Insurance Agency, Inc. (CIA) Bravest is independent of CIS, CAM, and CIA. bd-ld-a-616-5-2023

EASILY SCHEDULE INSPECTIONS ONLINE

- FULL HOME INSPECTIONS
- INFRARED THERMAL IMAGING
- WELL & SEPTIC SYSTEMS
- SAME DAY REPORTS WITH VIDEO & PHOTOS
- SEWER LINES

JAN BANKS
405-315-5224 | JAN@NSOHI.COM
OklahomaCityHomeInspection.net



ACCESS MORTGAGE
ACCESS YOUR FUTURE

Call or Text Today!

405.633.3014

HOME LOANS BY

Team Kyle

FHA • VA • USDA • CONV
PURCHASE • REFINANCE
NON-QM AVAILABLE

GET TO KNOW
Team Kyle

SCAN ME

KYLE ROBERTSON

BRANCH MANAGER - NMLS# 319886

CALL OR TEXT: 405.633.3014

TEAMKYLE@ACCESSMORTGAGEOK.COM

Access Mortgage, LLC | NMLS# 2564997 | nmlsconsumeraccess.org | 629 W Main St | Oklahoma City, OK 73102



YOUR OKC REAL PRODUCERS BADGES

Congrats on being one of the top 500 real estate agents in OKC!

You now have your own badge to use however you'd like to show that you've made it a part of this exclusive community of the top 1-2% in real estate!

Missing your badge? Email kelly.kilmer@n2co.com.

Using your badge? We'd love to see how! Show us how you are using your badge, and you may just find a picture of what you shared in the magazine! Social media, email signatures, web, listings, marketing material... nothing's off limits!

Our RP-vetted businesses have been carefully selected to be a part of this community and have their own badge as well! They have been recommended by your peers in the top 500 and are some of OKC's most elite businesses. **Look for this badge to know that you are working with one of the best, recommended by the best!**



BUDGET BLINDS
Style and service for every budget.
Call now for your free in-home consultation!
Save 30% on ANY Purchase!
Not valid with any other offers. Valid at the time of consultation only.
405-992-0440
BudgetBlinds.com/Oklahoma-City-OK
Blinds • Shutters • Shades • Home Automation

©2018 Budget Blinds, LLC. All Rights Reserved. Budget Blinds is a trademark of Budget Blinds, LLC and a Home Products Company brand. Each franchise independently owned and operated.

goosehead INSURANCE
AUTO - HOME - UMBRELLA - FLOOD

Scan To
Get A Quote

Jeffrey Stokes
Direct: 405.504.1736
Jeff.Stokes@Goosehead.com

PROGRESSIVE, Nationwide, MetLife, Allstate, FOREMOST, Safeco Insurance, MERCURY INSURANCE, TRAVELERS

A premier provider of title insurance and settlement services.

First American Title has been helping people seamlessly navigate complex real estate transactions for more than 130 years. We know closings, which means you can enjoy peace of mind knowing your client's closing experience will be as smooth as possible.

Find an office location near you.
Let's get started today.

Scan for more info

NINTH YEAR IN A ROW
Fortune 100 Best Companies to Work For® 2024

SECOND YEAR IN A ROW
Fast Company Best Workplaces for Innovators 2024

EIGHTH YEAR IN A ROW
Fortune Best Workplaces in Financial Services and Insurance™ 2024

Your First American Sales Team



Don Neilen
Regional Sales Director
dneilen@firstam.com
PHONE 405-496-9640



Teje Hopson
Business Development
thopson@firstam.com
PHONE 405-919-9946



Stephanie Holloway
Business Development
stholloway@firstam.com
PHONE 405-476-6288



Scott Lambdin
Business Development
slambdin@firstam.com
PHONE 405-655-1068



Kevin Cutter
Business Development
kcutter@firstam.com
PHONE 405-740-7389

First American Title Insurance Company, and the operating divisions thereof, make no express or implied warranty respecting the information presented and assume no responsibility for errors or omissions. First American, the eagle logo, First American Title, and firstam.com are registered trademarks or trademarks of First American Financial Corporation and/or its affiliates.



©2024 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAF 240101661AD_OK_12



What is Real Producers?

BY KELLY KILMER

CONGRATULATIONS TO THE 2025 REAL PRODUCERS ROSTER!

If you are receiving this publication, you have a lot to be proud of!

A huge welcome to everyone who is returning, as well as those who are new to the list! We would, first, like to answer some important “Frequently Asked Questions” about this publication.

Q: Who Receives This Magazine?

A: The top 500 agents in the OKC metro receive the publication free of charge.. As we do every year, we pulled this

year’s MLS numbers (by volume) from Jan. 1, 2024 - Dec. 31, 2024, in the Oklahoma City Metro area. The list will reset every January and continue to update annually.

Q: What Is The Process For Being Featured In This Magazine?

A: It’s really simple — every featured person you see in the magazine has first been nominated. You can nominate other affiliates, brokers, owners... or even yourself! Office leaders can also nominate agents. We will consider anyone brought to our attention. In fact, we NEED your help to identify agents within this community that have inspiring and unique stories! To nominate someone within this top-producing community, visit our website at www.okcrealproducers.com/nominate

Q: What Does It Cost An Agent Or Team To Be Featured?

A: Absolutely *nothing*. Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of *Real Producers*, and the agents never pay

anything. You will be set up with one of our great photographers and a writer to complete your article. We realize this is a change from the norm for agents — and a welcome one at that!

Q: What Are Preferred Partners?

A: Anyone listed as a “Preferred Partner” or “Sponsor” in the front of the magazine (the Partner Index) is a part of this community. They will have an ad in every issue of the magazine, attend our events, and be a part of our online community. We don’t just find these businesses off the street. One, or many, of you has recommended every single Preferred Partner you see in this publication. We won’t even meet with a business that has not been vetted by one of you and “stamped for approval,” in a sense. Our goal is to create a powerhouse network, not only for the best agents in the area but the best affiliates, as well, so we can grow stronger together.

Q: How Can I Recommend A Preferred Partner?

A: If you have a recommendation for a local business that works with top agents, please let us know by sending an email to kelly.kilmer@n2co.com or visiting our website at www.okcrealproducers.com/contact

Q: Is This Just A Magazine, Or What?

A: No! *Real Producers* is a community group, a movement, and more. We like to think of it in four main components:

1. Print magazine distribution that includes exclusive stories and business contacts,
2. Networking events that are exclusive to the Top 500 and our Preferred Partners.
3. Social media exposure that elevates your brand and presence, and
4. Our website, which you can find at www.okcrealproducers.com

Thank you for allowing me to be your 2025 OKC *Real Producers* Area Director. Welcome to the *Real Producers* community!

Kelly Kilmer

Focus on Success We'll Handle the Repairs

Include an Old Republic home warranty with every transaction, and you may:

- Gain a competitive edge for your listings and sales.
- Empower your clients to make informed decisions by sharing the home warranty benefits.
- Build client trust by offering professional solutions, showing you care about their well-being before, during, and after the sale.

Leave covered home system and appliance repairs to us so you can focus on your clients.

Be the best. Trust the best.

Debbie Fiddler
Senior Account Executive
T: 980.308.6460

This is a paid advertisement.

People Helping People™

HOME LOANS BY ANGIE

ANGIE BAUGHMAN-MILLER

405-534-0369
Angie@FCMTG.com
angiebaughman.zipforhome.com

Local.
Experienced.
Trusted.

2949 S. Bryant • Edmond, OK 73013
NMLS 1866815

TITAN

TITLE & CLOSING, LLC

Your Trusted Partner in Property Transitions

Contact Us Today

2025 OKC REAL PRODUCERS



LAUNCH PARTY

CONGRATULATIONS TOP 500!

It's a new year, and that means it is time to announce the Top 500 agents for 2025! You should have received an email in early January notifying you that you made the list!

Our 2025 Launch Party will be a Happy Hour celebration held on **February 11th, 2025, 3:00-5:00 PM** at City & State. So, please check your email for your exclusive invitation for the best of the best!

How does someone make the Real Producers' Top 500 list? We take the top 500 agents in individual residential sales volume in the OKC metro according to the MLS. We use production in Oklahoma County and the counties that border Oklahoma County. While the list does change each year, many of you will be a part of the Real Producers' community again in 2025!



BREWER CARPET ONE
FLOOR & HOME

Serving Oklahoma since 1984
brewercarpetone.com

SCAN HERE FOR OUR **REALTOR PROGRAM**

UNIONHOME
MORTGAGE

A trusted local lender, helping homebuyers for over 30 years

Daniel Pereira Team Lead | Loan Officer
NMLS 187369
C: (405) 822-0141
dperreira@uhm.com | uhm.com/dperreira
2524 N. Broadway | Edmond | OK | 73034

*Union Home Mortgage Corp. | NMLS 2229 | nmlsconsumeraccess.org
8241 Dow Cir. | Strongsville | OH | 44136

Client: Home Warranty of America
Size: 1/4
Location: Standard

sparkling success

WRITTEN BY DAVE DANIELSON
PHOTOS BY NESTED TOURS



STEVE McKENZIE

Steve McKenzie has brought his energy, enthusiasm, and talents to all that he's done through time. In turn, he sparks success for others.

After spending 17 years climbing the ranks in the automotive industry, Steve took a bold leap into real estate, following in the footsteps of his mother, Paula Kimbrell, who became a broker.

Today, Steve and Paula are partners together at MK Partners. Steve has built an impressive career in just a few short years, achieving millions in sales volume and earning a reputation for his trustworthiness, negotiation skills, and ability to connect with clients on a personal level.

A Career Transformation

Steve's career path was initially paved in the fast-paced, high-pressure world of the auto industry. Rising through the ranks, he eventually became a general manager. But, as rewarding as the automotive career was, Steve began to feel the toll it

was taking on him. "The car business can be grueling," he explains. "I was the guy people came to because they knew they could trust me. But I started to wonder, what if I could take that same reputation and apply it to selling houses?"

Around the time Steve was questioning his future, his mother, Paula, was blazing her own trail in real estate. After retiring from her long career as an air traffic controller, she decided to pursue a career in real estate. Within five years, she became a broker, a success story that was impossible for Steve to ignore.

"Mom was doing really well in real estate, and she kept encouraging me to join her," Steve says. "I realized I had the chance to build something new and exciting, and I had the support of my family behind me. So, I took the plunge."

On January 1, 2018, Steve made a life-changing decision—he quit his job in the car business and decided to dive headfirst into real estate. By April of that year, he was licensed and ready to go. His first listing came in May, and by the end of the year, he had sold \$3 million in properties. From there, his success only accelerated.

Building a Strong Foundation

Steve's journey in real estate has been marked by a blend of hard work, persistence, and a commitment to building strong relationships with his clients. He credits much of his success to the support system around him, particularly his wife, Danielle.

"Having a supportive family is crucial in any sales role," Steve shares. "Danielle has been a huge support for me. I couldn't do it without her. We're in this together, and her belief in me has been a big motivator."

In addition to his wife, Steve is surrounded by a solid sphere of influence, with connections that span across his personal and professional life. His oldest son, Alec, works part-time with the business, while his younger son, Ashton, is carving out his own path in the world of film and acting at the University of Oklahoma.

With a strong family foundation and an unwavering work ethic, Steve has managed to thrive in a competitive industry. His real estate business, MK Partners, has been growing steadily, reaching over \$10 million in sales volume since 2019. Twice, he has surpassed \$12 million in sales, proving that his transition from the car business to real estate was the right move.

Despite his growing success, Steve remains focused on maintaining a personal touch with his clients. "I love to tell jokes and have fun with my clients," he says with a smile. "I enjoy going to look at properties with them—whether



"I REALIZED I HAD THE CHANCE TO BUILD SOMETHING NEW AND EXCITING, AND I HAD THE SUPPORT OF MY FAMILY BEHIND ME. SO, I TOOK THE PLUNGE."



they're first-time homebuyers or seasoned investors. Watching them fall in love with a house never gets old."

A Background in Negotiation

One of the key elements that set Steve apart from other real estate professionals is his extensive background in negotiation. Before becoming a REALTOR®, Steve worked as one of the corporate trainers in the automotive industry, honing his skills in negotiation and customer relations. He's carried these skills with him into real estate, where he uses them to the advantage of his clients.

"Negotiation is one of the things I enjoy most about this business," Steve explains. "I've been negotiating my whole life. In real estate, my clients get a great personal relationship with me, but

when it comes time to negotiate, they know I'm in their corner and will fight for the best deal."

His ability to balance a fun, approachable personality with sharp negotiation skills is part of what makes Steve successful in a competitive market. Clients appreciate his ability to guide them through the buying process with ease while also protecting their interests during negotiations.

Giving Back to the Community

Outside of real estate, Steve and his family are deeply involved in giving back to the community. During the holidays, they partner with Goodwill to help families in need, providing food, gifts, and support to make the season brighter for those who are struggling.

"I've always believed in helping others, and it's something we try to instill in our kids as well," Steve says. "It's important to remember that life is about more than just work and success—it's about making a positive impact on the community around you."

Balancing Work and Play

Despite his busy schedule, Steve knows how to unwind and enjoy his free time. A big fan of football, Steve enjoys watching the OU games and spending time with his family. He especially treasures his time with Danielle, whether they're at a football game or dancing together.

"I'm a big fan of spending time with Danielle," Steve says. "We like to go dancing, and it's a great way for us to connect and have fun together. Life's all about balance, and finding time to relax and enjoy the little moments is important."

Advice for New REALTORS®

With his experience and success, Steve has valuable advice for newcomers to the real estate industry. "The biggest thing I tell new agents is don't give up," he says. "A lot of people jump in and expect to sell a million dollars in their first year, and when they don't hit that, they get discouraged. But if you don't hit your goals, it just means you need to adjust your efforts."

Steve also emphasizes the importance of having a short-term memory in sales. "You can't carry the negative transactions with you. Every day is a new opportunity, and you have to look past the last one and focus on the next."

With his strong work ethic, family support, and passion for helping others, Steve McKenzie is well on his way to continued success in the real estate industry. As his career evolves, he remains focused on building lasting relationships, helping his clients succeed, and setting an example for his children on the importance of perseverance and never giving up.

NMLS# 194640
NMLS# 1888080



We'll help you *fall in love* with a new home!



AIMEE DAUPHIN
SR. MORTGAGE CONSULTANT
REGIONAL PRODUCTION MANAGER
405.410.4381

SARAH DAUPHIN
MORTGAGE CONSULTANT
405.657.7821



The Dauphin Team
LEGACY
mutual mortgage





YOUR ONE-STOP SHOP!

- Home Inspections
- Termite Inspections
- Spanish Report Translation
- Sewer Scoping Inspections
- Buy Back Guarantee
- Online Scheduling

GROUNDBREAKING *Buy-Back Guarantee:*

Honored for 90 days after closing.

We'll pay WHATEVER PRICE the client paid for the home.

Valid for home inspections performed by Supreme Inspections.

View our no frill terms and conditions on our website!

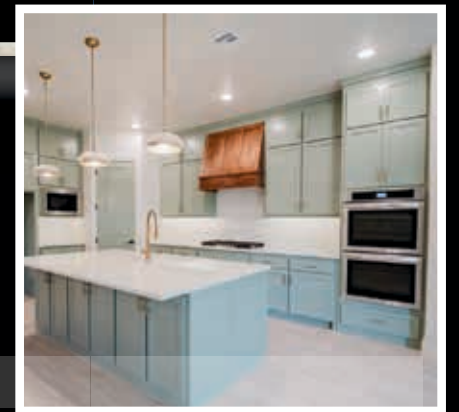


www.SupremeInspectionsOK.com

(405) 868-8376

Lic # 70002315

Unlock *Success* with **STKHOMES**



At STK Homes, we value our partnerships with REALTORS® and believe in rewarding your hard work. That's why we proudly offer a **3% commission** on every sale.

Join us in creating exceptional experiences and together, we can achieve great things!



www.stk-homes.com



405.696.7202



sales@stkhomes.net



**BUILT ON
INTEGRITY**

Andrew GASPER

PALLADIUM ROOFING

WRITTEN BY ZACHARY COHEN • PHOTOS BY NESTED TOURS

When we reached out to Andrew Gasper of Palladium Roofing for his interview, he was on a job site assisting with a roof inspection. It was Andrew's regular office day, yet he was on a job site, lending a hand where needed.

This small glimpse into Andrew's day-to-day offers insight into his approach to business. With a focus on excellence and a culture of teamwork, Andrew has grown Palladium Roofing into one of Oklahoma City's most well-respected roofing outfits.

The Road to Roofing

Andrew was born in Germany and moved to Oklahoma with his family as a young boy. He graduated from Moore High School and went on to the University of Oklahoma, where he earned a Bachelor of Science degree in Health and Exercise Science.

He spent three years as the wellness center supervisor at Oklahoma Heart Hospital, but it turned out to be a poor fit, so he began looking for new opportunities. After meeting the owner of a roofing company at a professional development training, he became a roofing inspector.

Over the next three and a half years, Andrew completed over 1,000 inspections. In August 2020, he founded Palladium Roofing.

Andrew named his company after the element that powered Iron Man's suit. That character developed integrity over time—something which Andrew says is at the core of his business. The metaphor means so much to him that his wedding ring is even made of palladium.

Rooted in Community

Andrew has a heart for his community that not only shows up in the nonprofit work he does but also in his business.

"Roofing has been a good fit because of the people I'm around—homeowners, building owners, REALTORS®. It gets me out of an office and into the community," Andrew shares.



Palladium Roofing currently has 12 employees, including production workers, inspectors, and administrative staff. Another difference-maker at Palladium is its use of in-house labor.

“Where most companies sub everything out, we have a team that works for us and does the work when people need it,” Andrew explains. “And we are not your typical roofing company that’s storm chasers. We tend to work very well with insurance companies because of our processes. The insurance adjusters we know locally understand how we work, and when we file claims, they take it more seriously. If there’s an option that’s not a roof replacement, we’re going to be very open about that and give them other options. We’re always looking at

alternative choices and doing what’s best for the company.”

The culture at Palladium Roofing is young, energetic, relatable, and empathetic. They aim to ensure their homeowners understand the process and get the care they deserve. Their reports are professional, and their core values are rooted in integrity.

“Another value is community,” Andrew adds. “We don’t want to be people who take from the community. We’re always asking, ‘How do we give back?’ My wife and I are avid philanthropists. We give back 1% of our revenue to nonprofit and local organizations.”

Outside work, you’ll find Andrew with his wife, Alisha, and their son,

Oliver, who recently celebrated his first birthday. They especially enjoy traveling; Oliver has already been to Portugal and Mexico in his first year.

“More than anything, I hope people see me for the positive energy I bring and that I’m always in a positive mood,” Andrew closes. “I love my wife, I love my kid, and I love working in the business to create opportunities for so many other people.”

CONTACT US!

For more information, visit <https://palladiumroofing.com>.

“

More than anything, I hope people see me for the positive energy I bring and that I'm always in a positive mood.”



We are Peak.



We commit to being community focused, growth minded, and service based.

Our standards are simple:
**lead with value,
do the right thing,
and never settle.**



Real Estate Services:

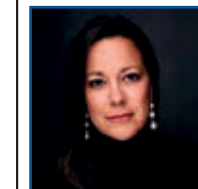
- HDR Photography
- HD Video Walkthrough
- FAA Part 107 Licensed Drone Pilots
- Zillow 3D Home and Video Walkthrough
- Virtual Staging

405-607-9976 | www.peakres.co
admin@peakres.co | @peakres



Largest Mover in Oklahoma

Ace Moving & Storage, Oklahoma's premier choice for moving. With 97 years of proven history in handling residential relocations and Oklahoma's largest office moves, we're dedicated to excellence in service and community support.



Let's move together.
Call Laura at 918-728-5567

Ace Moving & Storage is a proud sponsor of The Demand Project.

LOCAL • INTERSTATE • INTERNATIONAL • WAREHOUSING • LOGISTICS
RESIDENTIAL • COMMERCIAL

Your local agent for home & auto

Call me for a quote today



Ann M Smith Insurance Agcy Inc
Agent

100 NW 150th St Ste A1
Edmond, OK 73013-3429

Bus: 405-751-4800
ann@annsmith.net
annsmith.net



State Farm Mutual Automobile Insurance Company, State Farm Indemnity Company, State Farm Fire and Casualty Company, State Farm General Insurance Company, Bloomington, IL

State Farm County Mutual Insurance Company of Texas, State Farm Lloyds, Richardson, TX

State Farm Florida Insurance Company, Winter Haven, FL





Kat *Kosmala*

Service as a Way of Life

WRITTEN BY DAVE DANIELSON • PHOTOS BY NESTED TOURS

Kat Kosmala, Broker Associate at ERA Courtyard Real Estate, has always made service a way of life, no matter what she has been involved in.

Licensed in 2013, Kat has grown her business by focusing on her military community, building relationships through networking, and leveraging her experience as a military spouse to serve families with dedication and care.

A Journey Rooted in Service

Kat's entry into real estate began after a relocation from Japan, where she and her husband, Timothy, were stationed with the Air Force. While

sitting at a closing table during their move, a friend who was building a real estate team asked if Kat had ever considered a career in real estate. At the time, she hadn't, but after giving it some thought, she decided to dive in.

"I had earned a Master's Degree in Behavioral Health and always had a heart for service," Kat shares. "So, I thought, why not take this leap and try something new where I could help people in a different way?"

“I've always wanted to be genuine, giving, and real with my clients. I want them to know they can trust me.”

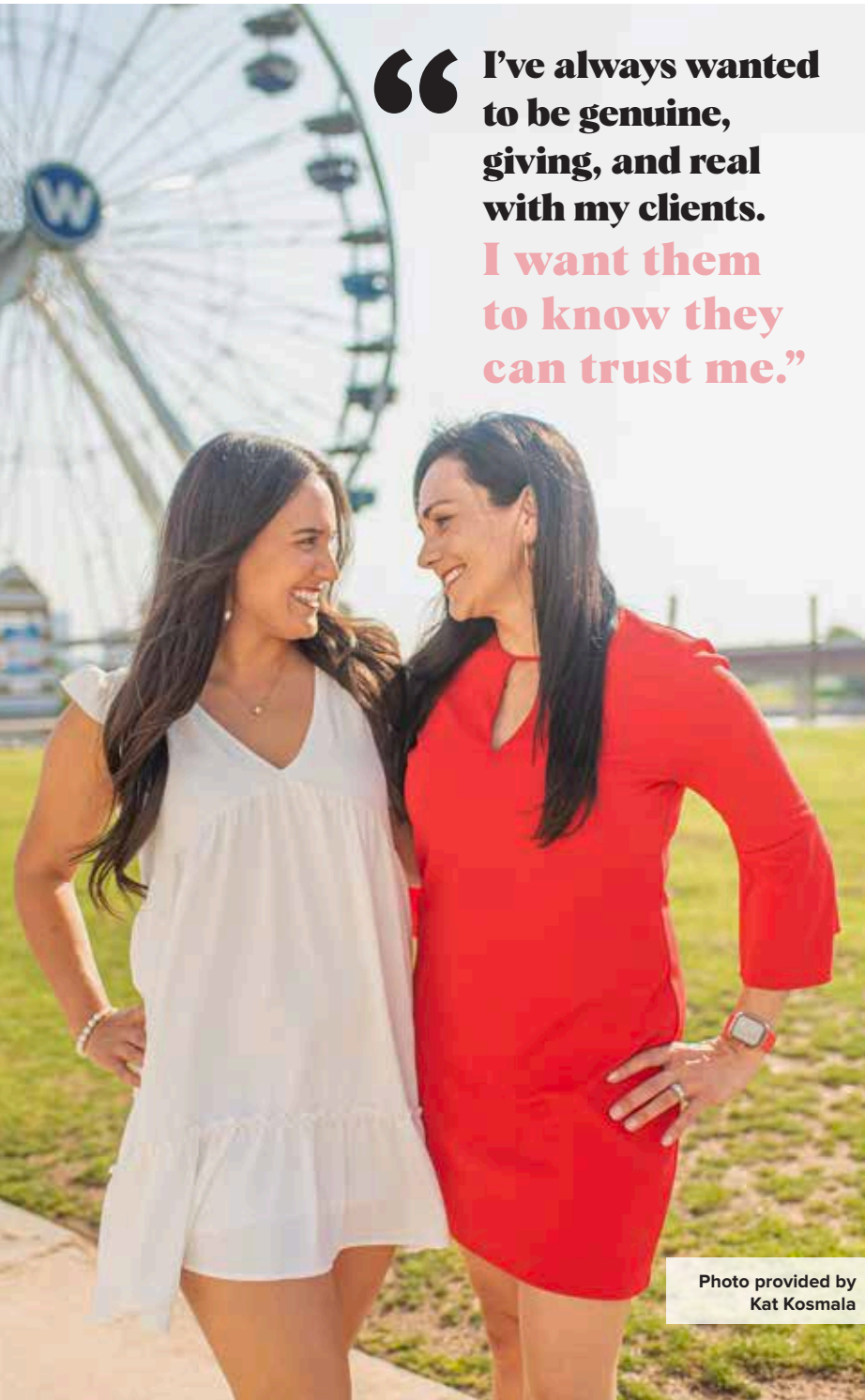


Photo provided by Kat Kosmala

Kat's background in education also influenced her decision to become a REALTOR®. "I love teaching and educating people," she says. "That skill set really translates into my real estate career, where I focus on educating my clients about the process and helping them understand their options."

Initially licensed in Florida in 2013, Kat transitioned to Oklahoma in 2016, obtaining her license in the state. She quickly began to build her reputation in the local real estate market through networking. "My leads came from my network of friends and my involvement in various boards and groups," she explains. "Once I got started, the networking worked really well for me."

Building a Successful Team

Today, Kat runs a successful real estate business that has a focus on military families and service members. She's the president of the Tinker Base Spouse's Club and is proud of her work helping military families navigate the real estate process. "In the last year, we completed 100 transactions, with 98 of those being VA loans," Kat says, a testament to her dedication to supporting the military community.

As her business grew, so did the need for a team. Kat now works alongside her daughter, Brittany, who is also a licensed REALTOR® and a key member of her team, as well as a marketing professional. "When you start providing a level of service that is good, you grow and need help," Kat explains. "I'm fortunate to have a team with a shared commitment to service, not just selling."

Her team's success stems from their strong sense of purpose and deep understanding of client needs. "We take a service-first approach," Kat says. "It's about providing an excellent experience and always striving to do better. I'm proud of the way we help our clients and the number of families we've assisted over the years."

A Personal Approach to Real Estate

For Kat, real estate is all about people. "I love connecting with families and helping



Photo provided by Kat Kosmala

them find the perfect home," she says. "It's about discovering what their needs and desires are—whether they want a country vibe or something closer to the city. Every family is different, and my job is to help them navigate those differences and make informed decisions."

Her background in behavioral health and education also shines through in her work. "My undergrad degree is in education, and I really enjoy educating my clients about the home-buying process," she says. "I make sure they understand all the steps and feel confident in their decisions."

Her work with military families has given her a unique perspective on the importance of homeownership and the challenges faced by those relocating. Kat notes that about 70% of her clients buy homes sight unseen, which can be particularly challenging for military families who are frequently relocated. Despite this, Kat has closed over 700 transactions with a remarkable track record: "I haven't had a family who didn't like their home," she says proudly. "We're always looking for ways to improve and make the experience better for each client."

A Commitment to Volunteering

Volunteering is one of Kat's greatest passions. She serves on five different boards and is particularly involved with the Tinker Thrift Shop, where she enjoys

giving back to the community. "I love being involved in volunteer work," Kat shares. "It's one of the things that keeps me grounded. Volunteering gives me a sense of purpose and helps me stay connected to my community."

Her volunteer work aligns with her personal philosophy on real estate. "As a military spouse, we have to adapt and change all the time," Kat explains. "Building relationships and serving others is the key to success in real estate. For me, it's about serving alongside my clients, being part of their journey, and showing them that I genuinely care about their needs."

Advice for New Agents

Kat is a strong advocate for mentorship and continued education in the real estate field. "Find a mentor who can

teach you, guide you, and help you stay educated," she advises. "This business changes all the time, and being prepared to adapt and grow with the industry is key to success."

Having experienced the ups and downs of the industry, Kat emphasizes the importance of resilience. "It's a challenging business, but if you're passionate and stay true to your goals, it can be incredibly rewarding," she says. "Real estate is about building trust and providing exceptional service. If you do that, the rest will follow."

Remembering What Matters

At the heart of Kat's success is a dedication to authenticity. "I've always wanted to be genuine, giving, and real with my clients," she says. "I want them to know they can trust me. That's why my business is built almost entirely on personal referrals—because people know I have their best interests at heart."

Kat's commitment to service, education, and building strong relationships has made her a respected figure in Oklahoma's real estate community. Whether she's helping military families or guiding first-time homebuyers, Kat's focus remains on the people she serves—and that's what continues to drive her success.

Contact Information:

Email: katkosmalarealtor@gmail.com



2025 CALENDAR

STAY UP TO DATE ON EVENTS AND CLASSES

CALENDAR.OKCMAR.ORG

OKCMAR mlsok

SAVE THE DATES

2025 NAR RPAC PRESIDENT'S CIRCLE CONFERENCE

OKCMAR RPAC COMMITTEE MEETING

OKCMAR GA ADVOCACY MEETING

INSURANCE COSTS TOO HIGH?

CAN'T CLOSE? CALL ME.

UNITED INSURANCE AND RISK MANAGEMENT

BRIAN BYERS, CLCS
 cell: 405-210-2284
 brian@unitedirm.com

Oklahoma's Real Estate & Title Leader Since 1907

Providing title, closing, and problem-solving services
 Offices throughout the Oklahoma City Metro • Skilled and accessible employees
 Cost-effective, fast, and accurate services • Flexible resources for underwriters
 Over a century of customer satisfaction

Connie Calaway
 Closer/Manager
 Lakeside Office





Oklahoma City Abstract & Title Co.
 Order title at www.okcabstract.com | (405) 755-7677
 9211 Lake Hefner Parkway, Suite 100, Oklahoma City, OK 73120

AMBASSADOR
 ROOFING & CONSTRUCTION

RESIDENTIAL & COMMERCIAL ROOFING CONTRACTORS

CIB: 80000985

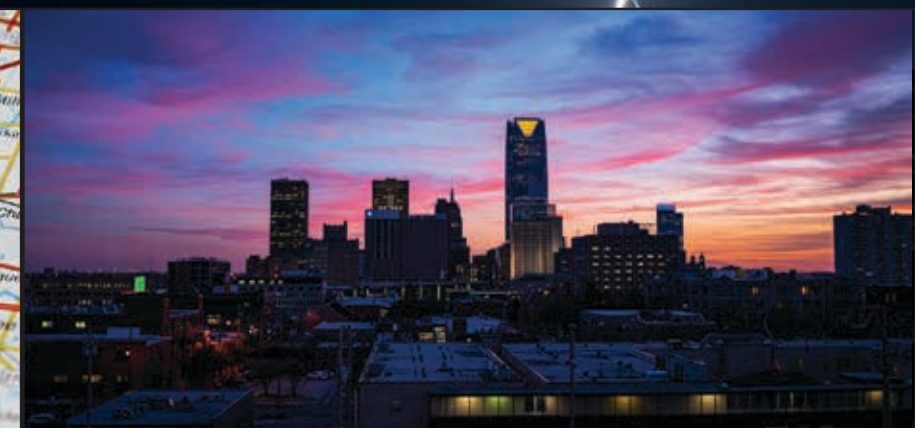
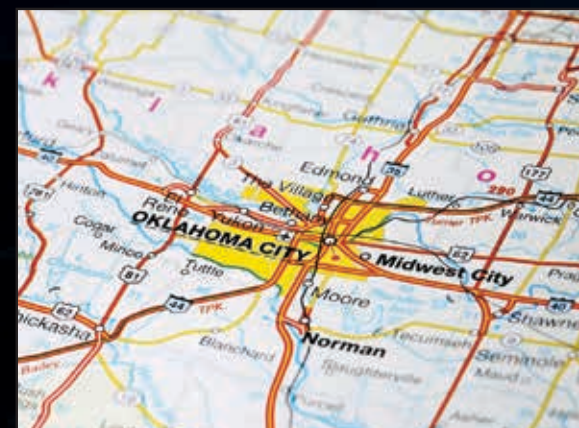
Realtors, your clients are our priority!

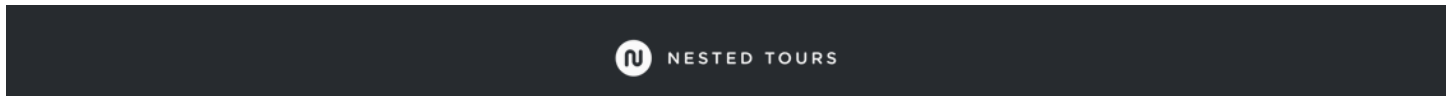
-  **Trustworthy Inspections**
-  **Dependable Process Knowledge**
-  **Top Quality Workmanship**
-  **Dedication to Integrity**



ELAINA SMITH
 SALES AMBASSADOR

Call or text Elaina today!
405-423-0631





**OKLAHOMA'S PREMIER
REAL ESTATE PHOTOGRAPHY TEAM**

Marketing service that helps sell your listings in half the time of the market average.

- ▶ Photo Tours
- ▶ Social Media Reels
- ▶ Aerial Tours
- ▶ Hand Blended
- ▶ Pro Video Walkthrough
- ▶ Matterport 3D Spaces
- ▶ Virtual Twilight
- ▶ Zillow Interactive Floor Plans

Showingtime+ Preferred Photographer

\$25 OFF

USE CODE **OKCREALPRO** TO REDEEM



NESTEDTOURS.COM

NESTEDTOURS.COM | (405) 887-4108 | INFO@NESTEDTOURS.COM



**THUNDER
MOVING**



4.9 ★★★★★ 1,600+ Google Reviews

**MENTION THIS AD FOR FREE
UPGRADED VALUATION OPTION**

**RECEIVE 10% OFF HOURLY RATE
WITH REALTOR REFERRAL**



405-757-5354
WWW.THUNDERMOVING.COM

